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TOWNSEND'S 20TH CENTURY CATALOGUE

STRAWBERRIES
And How To Grow Them

E. W. Townsend & Son
SALISBURY, MARYLAND

The Principles of This Business

Are The Same Yesterday, To-day and To-morrow

WE are trying to conduct this business along absolutely fair lines, for two reasons: First.---Because we believe in the principle of fairness. Second.---Because it pays in dollars and cents. In the beginning we discovered that we must have the confidence of our customers or the business would not succeed. There was no way of meeting all of our customers face to face, of establishing confidence by personal contact, so the simple plan was adopted of gaining confidence by conducting our business so fairly that confidence would come to us by our acts. It was a fortunate policy, and we have stood by it for more than twenty-one years.

That we do hold the full confidence of our customers will be seen by the amount of unsolicited testimonials which we are reproducing from all sections of the country. These facts speak louder than any thing we could say.

We are but human, we have made mistakes. It would be impossible to run any business as large as this without making mistakes, but we have never made an error that we were not willing to correct. We again thank our customers who have stood by us from the very small beginning, and who have recommended us to their friends. To these we attribute a good share of our success.

Increased Acreage And Extra Fine Plants

Again we have increased our acreage by more than 100 acres. We have also bought two more farms adjoining our present plant farms comprising 160 acres. These we are preparing for our 1922 crop of plants. The season 1921 has not been the best for plant making. We will have less than 50 per cent. of a crop of plants per acre. But we will have the finest crop of plants for quality we have ever been able to grow. Plants will be large and stalky, and sure to please you all. Notwithstanding our small crop per acre, we have kept the price down to the minimum, and when the quality is considered, we offer you this season a mighty good buy. For after all it is the quality of plants that count most, and not price.

Another season has passed and strawberries have sold for more money than any other commodity from the farm. Strawberry growers are more prosperous than any other class of farmers. $1,000 per acre net for the 1921 crop was a common occurence. And as high as $3,000 has often been reported. Our women customers have reported from $200 to $300 profits from very small gardens. Taking the season as a whole it has been entirely satisfactory from a strawberry growers' view. We can see nothing in sight but good prices, for years to come, for big delicious berries. By the thousands of letters received from our customers from all over the country we would say that our family of customers are highly enthused over the prospects, and we look forward for another prosperous season for us all.

May we have your orders early.

Sincerely yours,

E W. TOWNSEND Pres-Mgr.

BRIEF DESCRIPTIONS

—OF—

TOWNSEND'S CHOICE HIGH-GRADE

STRAWBERRY PLANTS

PREMIER (Kellogg's Premier)—Per.

Is the king of all strawberries. Premier is distinctly in a class by itself. Unquestionable the very best strawberry ever grown. Premier is adapted to all soils and climates. To describe it would be impossible in words. The only way you will ever know Premier is to see it as it is. Premier begins to ripen with the etxra early varieties and continues until most of the late sorts are well gone. Size is large to extra large, slightly pointed. Color bright red to the center, firm, with the very highest quality. In productiveness it can not be beat; it is in a class by itself in every way, shape and form. In the past six years we have probably sold 25,000,000 Premier plants. We have shipped them to every nook and corner of the United States, and never have we heard a word of complaint—but praise after praise has come from every source.

The biggest profits ever made from strawberries that we have ever heard of has been made from the Premier. We have netted more than $3,000 ourselves from one acre. The past season when freeze after freeze visited us during April and May, Premier yielded at the rate of more than 10,000 quarts per acre on our own grounds, and netted us more than $3,000 per acre, when such varieties as Klondyke were a total failure by their side. Premier is the nearest frost-proof we have ever seen in a strawberry plant, not excepting the ever-bearing.

We have received reports from our customers that have made bigger profits per acre than we have made. You will note that many of our customers mention Premier in writing about their success with Townsend's plants. We have 220 acres of Premier this season, as fine quality plants as it is possible to grow, but we will not be able to fill one-half the orders for Premier. While we are not the introducers of this grand variety, we have probably done more to put it before the public than all the rest of plant growers combined. Five years ago we sent out more than 100,000 plants of Premier as free samples in order that our customers should see just what the behavior would be in their particular sections. These results were most gratifying to us, and has returned many fold to us in dollars and cents, besides putting customers and friends next to the best berry in the world.

We note that some of our New England friends are catalogueing Premier under the name of Howard 17. We called their attention to this fact during 1920, and many of them claimed Howard 17 was a distinct variety. But I am pleased to see that most of them have given away to the fact. One of our N. J. plant breeders, from whom we purchased a good lot of Howard 17 plants (getting his direct from the introducer of Howard 17), was gentleman enough to acknowledge to us after fruiting them again together that there was no difference. They were all the same.

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In writing to us the gentleman stated "You Win".

The introducer has written a book on the subject quoting different growers who try to distinguish between them, and hold that Howard 17 is its name. We do not know which is the right name, but we know this, that it makes no difference by what name they are called, it is the same berry from the same seed, and it seems to me that as more than a hundred to one know it by the name of Premier, in order to cause less confusion on such a grand variety, Premier should be its only name. We have ten acres of the Howard 17 strain and any one wishing this strain can order them by that name this year, but in the future we shall no doubt grow only one strain and under one name.

Some of our customers write us the Premier was introduced several years before the introducer of the Howard 17 had received his first plants, and that they thought it only fair to drop the name of Howard 17.

THE PENINSULA

The Eastern Shore of Maryland and Delaware section is the largest strawberry growing section in the world to its area. Growers here have been setting every Premier plant they could get for the past two years, and we are offered more every season by our home growers for plants than we are catalogueing them at. We are usually booked up on Premier very early in the season and dare not take more orders than we can fill. For a customer once he grows Premier he will have nothing else. Many growers book their orders during the summer before the plants are grown in order to be sure of getting their supply, and this is a sure way folks and should be made a rule.

Premier is not only popular with the growers, but it is equally so with the buyers. There is no berry shipped on the market that sells for more money than does the Premier. We have commission men to come all the way from New York City to arrange for our crop of Premier berries. W. O. & H. W. Davis handle the Premier berries on a commission basis. We cannot furnish them with as many berries as they can sell at strickly fancy prices. Fifty and sixty cents per quart is not considered big money for Premier by Wilmer Davis. He has often told the writer whenever he had Premier berries he could get just what he asked for them.

PREMIER A LONG SEASON VARIETY

It is not necessary to grow midseason varieties when the Premier is grown as the season is usually four weeks of fruiting, and Premier covers the the period of all midseason to late varieties.

If varieties are wanted to cover the entire time from extra early to extra late, we recommnd only three varieties as our choice, which we call our three-of-a-kind selection. Premier, Ford and Townsend's Big Late. Ford and Big Late continue to fruit extra late in the season. Big Late being an imperfect variety, Ford is our choice to plant with it. Both Ford and Big Late are strickly high class varieties and wonderful productive, and are easily the cream of the list of late varieties. We absolutely guarantee these three varieties to be the most perfect varieties grown. They have been tested in pactically all sections of the country and we have never had a complaint. DON'T FORGET THE THREE—PREMIER, FORD AND TOWNSEND'S BIG LATE.

The cut here shown is a field of Premier that produced 320 32-qt. crates per acre, season 1921, when such varieties as Klondyke were almost completely destroyed by frost in the same field.

FORD (Per)

A STANDARD VARIETY—(LATE)

Ford is a mid-season to very late, and as near an universal variety as it is possible to grow. We have shipped plants from Florida to Maine and we have our first complaint yet to hear in the seven years since we first introduced it. Practically every State College who have tested it gave it the very highest recommendation. Ford is one of the hardiest growers on our list, and easy to grow in any soil or climate. Like Premier, it is a frost-proof variety, and will produce its regular heavy crop of fruit when most varieties are killed by frost or freeze. This proved to be true again the past season. In hundreds of fields throughout the country. Fruit is almost identical with that of the Premier, in both size and quality. One of the very best sorts to set with late imperfect varieties. And for the best pair late varieties, we recommend Townsend's Big Late and Ford for any section or for any use. They are both sure and heavy producers and will always bring top market price. Our customrs call it a Packard.

Don't fail to place orders early, for either Ford or Townsend's Big Late.

EXTRA PLANTS—AND EXTRA COUNT—IS THE TOWNSEND WAY.

A FIELD OF GRAPE VINES, CURRANTS, GOOSEBERRIES, RASPBERRIES AND OTHER SMALL FRUITS.

WORLD'S WONDER (Per)

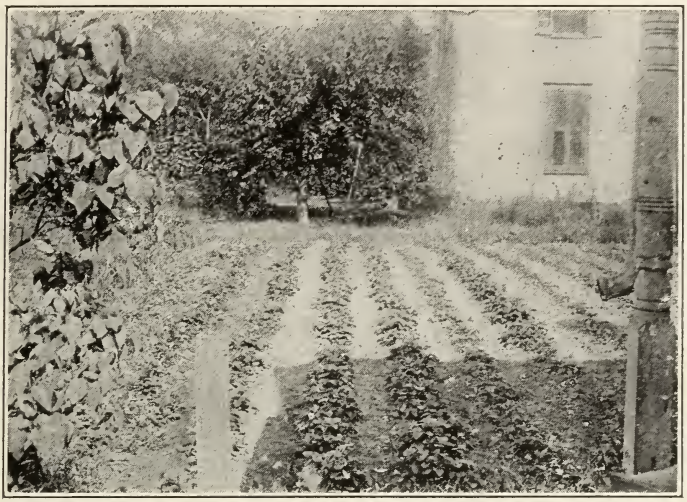
One of the very latest, and the largest berry grown. For past five years we have been selling Worlds Wonder plants. Have tested it for more than ten years. In size we have never seen its equal. In fact, as many of our customers write us, it looks more like apples than strawberries in size. Wherever Worlds Wonder has been planted it has become the great favorite as a show berry. Has a most pleasant taste; one of the very hardy growers, and few equal it in production. We have never had anything but praise come back and every year our sales more than double, which speaks louder than anything we could say.

We just add, if you want to grow some of the King berries in your locality, set some World's Wonder plants. We have made the offer to give $10 in Gold to any grower who would send us a plant that would bear a larger berry than Worlds Wonder, and still hold the offer open.

EARLY OZARK (Per)

One of the very extra early varieties, large size, and very productive. Fruit round and very dark red, and very tart. Good market variety.

PAN-AMERICAN BLACKBERRY, THE 20TH CENTURY WONDER. SEE PAGE 22 FOR DESCRIPTION AND PRICE.



M9. C. Roberts, of Montgomery Co., Ohio, sends us this photo—Nov. 7. This is a Townsend strawberry garden. Thousands of these gardens are being grown in all sections of the country and are proving very profitable to our customers. Some report cash sales from $200 to $300 besides furnishing their homes with all the berries they can use. TRY ONE THIS SEASON.

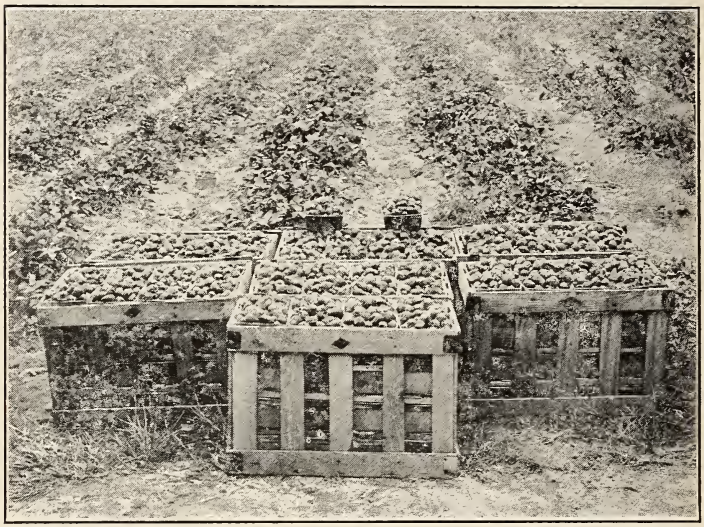
EARLY JERSEY GIANT—Van Fleet Int (Per)

A very large, medium-early berry of the highest quality; has a large green showy calx, extra large plants that hold the fruit well off the ground. Until the arrival of Premier we considered this our best early variety. Is a great favorite in N. J., and a money-maker. Seems to do well on most soils. Recommended by the leading nurserymen. Firm enough for Northern latitudes, not recommended for the South.

BUSHEL BASKET (Per)

This variety has had an unusual name. We secured some plants in 1920 from the introducer, Mr. Katkamier, of N. Y. State. We have seen no fruit but the growth of the plants fully live up to the description and name which he gives. Is without doubt the largest plant we have ever grown, and we are looking forward to see some fine large berries. The introducer offers $1,000 in Gold for 100 plants of any new strawberry that has the money-making qualities of the Bushel Basker strawberry. This is a pretty good offer and one we should all go after. We advise testing this variety at once, and that you place order at once. We have a fine lot of plants.

IF YOU WANT TO HELP—SEND US THE NAMES OF YOUR FRIENDS.



Another field of Premier, showing how we pack them for market. Note how well the quarts are filled, and the bottom layers are guaranteed to be just as good as the top. There is no limit to the demand for Townsend's Premier strawberries.

TOWNSEND'S BIG LATE (Imp)

This is a variety that has been thoroughly tested for years, and is the running mate with Ford. Is a female or imperfect variety. Big Late differs from all other varieties, both in plants and fruit. Plants are tall and robust and each plant is surrounded with large shining red fruit that looks like it had been polished. Is firm, and of the very highest aromatic flavor and has won on every point of perfection that go to make up the strawberry. We have kept Big Late in the pantry for several days without showing a sign of deterioration. Whenever placed on the market has always brought top-notch prices. Under ordinary culture it will easily yield at the rate of one quart per plant. And with high culture will double this quantity. Don't fail to set some of Big Late by the side of Ford and you will have a pair of winners. We expect to grow a large plot ourselves for fruit the coming year. Season medium late.

CAMPBELL'S EARLY (Per)

Not as good as Premier, but a good early variety and one that pays well; a good hardy grower of rich dark red berries; very firm and good quality.

TOWNSEND'S MISSIONARY.—See description below.

MISSIONARY—Townsend's (Per)

Missionary heads the list of all extra early Southern varieties. Since 1906 Missionary has been growing more popular every year, not only in the South, but in the great strawberry sections everywhere. It is truly a universal variety, and a money maker everywhere, and today is one of the most popular varieties on the markets. It is the Townsend Missionary that you see on the fruits stands in mid-winter selling for $1.00 and up per quart. It is the same Townsend Missionary that you see on the fruit stands late in the spring or early summer, bringing fancy prices that are being grown in the most Northern states. Some of the finest berries I ever saw were Missionary berries on a fruit stand in Boston, July 1st, grown in the Cape Cod section. Townsend's Missionary is an ideal berry for the new beginner to start with. Is one of the easiest berries ever grown. If you want to grow prize winners, grow them in hills the Townsend way. If you are not so particular about the large size, just set the plants, give them a little attention and a little manure and you can grow a bumper crop of medium size berries with little expense.

For fifteen years we have been growing an increased acreage of Townsend's Missionary every year and the demand has increased every year with the supply. Some of the largest strawberry sections in the world, like Marion Station, Md., grow more than 75 per cent. Missionary. Again we have grown MILLIONS of these plants on our new ground farms and hope to be able to supply the demand.

It will pay you to send us the order for Townsend's Missionary, as we specialize in this variety, having introduced it year 1906, and have taken great pride in the variety and have kept it fully bred up to the standard all the tme. And today our plants are even more productive than when we first set them out.

SENATOR DUNLAP

SENATOR DUNLAP (Per)

In a straw vote a few years ago Dunlap easily won over all others as the most popular strawberry. We do not recommend it for the South, but elsewhere it is indeed a great money maker and a good all purpose variety. Easy to grow, just the thing for the beginner. Will grow a full bed of plants on very poor soil and with very little manure. Is considered one of the very best for home use and canning. And in the North is considered one of the very best second early for market purposes. Exceedingly productive, plants small, but have long roots, that make it a sure cropper and great drougth resister. We have a wonderful productive strain of Dunlaps that never fail to please. And our prices are very low considering the quality of our plants.

KLONDYKE (Per)

The leading market variety for medium early in most Southern states. We have one of the finest strains of Klondyke plants in the country.

HAVERLAND (Per)

A very popular standard variety, fruit medium to large, color light red, firm and ordinary quality. When set with Dunlap they usually make a good pair. Not recommended for Southern commercial use.

GLEN MARY (Per)

One of the old popular sorts for New England and most sections of the North. Does not do so well in the East or South. Is of good size and exceedingly productive of rich colored berries, quality ordinary. We have many customers who will plant nothing else as a mid-season variety.

PARSON'S BEAUTY (Per)

One of the most productive varieties on the market in a mid-season berry. Large size and an excellent variety for the North or canning purposes. Not a good shipping variety from the South. When picked fresh from the vines is among the very best table berries.

NIC OHMER (Per)

A medium late variety that has its greatest popularity in the West. Is an old favorite on the Pacific coast and most of our plants go there. Size medium to large with very high quality. Makes a great number of medium size plants that are given to rust in damp land in the East. To those who wish this variety we have a good stock of the old strain.

AROMA (Per)

The leading market berry in the West and many section of the South and Southwest. Size medium large and quality ordinary; season medium to late.

GIBSON (Per)

Berries large dark red; plants very productive, and hardy growers. Resembles Parsons Beauty. We have a good supply of plants and recommend it for our Northern customers who want a good productve berry for local market or home use.

POCOMOKE (Per)—Same as Gibson

PAUL JONES (Imp)

This is truly a money maker; very productive of large size long pointed berries that are colorful all over. Is a strong healthy plant grower and one sure to please where quantity is the desired point. We have grown a good stock of plants.

SAMPLE (Imp)

One of the most popular old sorts and a variety sure to please all who grow it. Bright red in color, large in size, delicious in flavor, and very attarctive in appearance. Very productive and firm. Blossoms are imperfect and should be polinized with such varieties as Big Joe or Ford.

WHAT EVERY BODY SAYS MUST BE SO. READ THE TESTIMONIALS.

DR. BURRILL

The Million Dollar Strawberry.

If there was a vote on the best varieties, Dr. Burrill would probably rank second choice following Premier.

Dr. Burrill has most of the desirabhle qualities that go to make an ideal berry. Strong vigorous plants, long heavy roots, which always builds up a healthy Mother plant. Dr. Burrill is a heavy producer of strickly high class berries, which average in size from large to extra large. Is a wonderful plant maker if allowed its own way which is never good plan if the best results are obtained. We prefer the narrow matted row for Dr. Burrill. Dr. Burrill resembles Sen. Dunlap so closely that it is hard to separate the two. But we are reliabely assured that Dr. Burrill is a seedling of Dunlap and Crescent. We recommend Dr. Burrill anywhere for home garden use and our second choice for commerical use in all sections North of the Mason-Dixie Line. We have an excellent supply of Dr. Burrill this season.

MRS. JOHNSON, of Nebr., writes November 1st:—I want to thank you for the fine strawberry plants sent to us last Spring. We have had plenty berries all summer from the ever-bearers, and you should see our Dr. Burrill and Dunlap, they have covered the earth with plants.

Two truck loads of 38 crates to a load, or 76 32-qt. crates, was picked from one acre of Premier strawberries during season 1921, and sold at the station for $9.60 per crate. $729 for one days pick. More than 10,000 quarts per acre was produced from this field during the season.

WM. BELT (Per)

Is still a leader in many sections as a good late home market variety. It is very hard to surpass this variety in quality, but when we produce the Ford, Townsend's Big Late and Premier, Wm. Belt holds no longer the high honors of quality. But is still ahead of more varieties than are ahead of the Belt.

BRANDYWINE (Per)

But for a few customers we would discontinue Brandywine as there are so many better varieties. Season late, fruit large to very large, dark red and quality fair; a good strong plant grower.

HORSEY (Per.)

This is a valuable new variety introduced by J. C. Horsey, of Somerset County, Md. Season very early, plants large, stalky and very productive of large size, good quality berries; color, dark red to center, firm enough for a good shipping variety. In the section where it was originated, around Marion Station, Md., it is fast becoming a standard variety on account of its earliness and good shipping qualities. This is the first season we have grown t and have added it because we believe it a valuable addition to our list, and would advise our customers to give it a trial.

GANDY (Per)

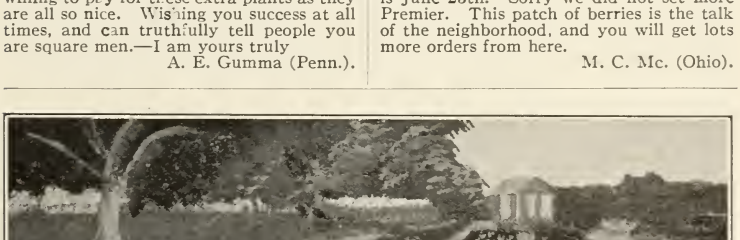
One of the best known strawberries and one of the best all around berries. Does best on black springy soil but will grow fairly well on clay soils, never plant on high sandy land.

I received my plants on April 29th and they came in fine shape. They were A No. 1 plants. I have bought from many nurseries but these are the best I ever saw. I will know who to deal with hereafter. Now Gentlemen, I think you made a mistake, I only ordered 200 Dr. Burrill, you sent me 275; 200 Premier, you sent 275; now I am willing to pay for these extra plants as they are all so nice. Wishing you success at all times, and can truthfully tell people you are square men.—I am yours truly

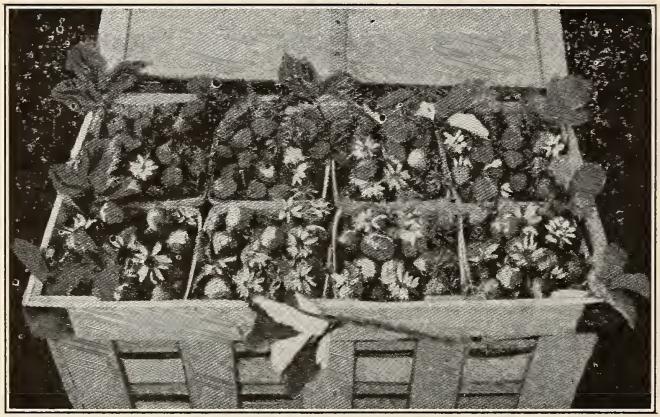
A. E. Gumma (Penn.).

My Premier strawberries were the first to ripen in this section, they sure are some berries. Never saw such loads on any plants, and the quality is good enough for a queen. We have already picked more than one quart for each plant set, and just commenced picking. We have sold none less than forty-five cents per quart: this is June 25th. Sorry we did not set more Premier. This patch of berries is the talk of the neighborhood, and you will get lots more orders from here.

M. C. Mc. (Ohio).



A COMMERCIAL TRIAL BED. Every strawberry grower should have a trial plot, and test out in a small way all the new varieties. This is the way we find the BEST for our own soil.



A Crate of PRESIDENT HARDING, Our New Late Berry. One of the largest and most productive commercial varieties we have ever tested. Fruit extra firm and good quality. Color. dark red to the center, a strong plant grower and a winner in every way.

PRESIDENT HARDING (Per)

A perfect flowering medium to very late, extra strong hardy plant maker. Large foliage with very dark leathery appearance, fruiting stems long and erect, holding the fruit well off the ground. Extra long roots and a great drouth resister. Does not rust even in wet seasons.

Size of fruit is extra large throughout the season. Extra good quality and firm. Color, deep red to center. Has no green tips, is a real show berry. President Harding is a chance seedling found by one of our growers seven years ago, and has been thoroughly tested in a number of soils, and I am more than anxious to have it given a further test in all parts of the country and believe that it will prove a winner for most of us who want a good late commercial variety as well as a good one for home use. DON'T FAIL TO TRY IT.

CHESAPEAKE (Per)

With the exception of plant growth Chesapeake is one of our very best varieties. Season very late and quality of fruit is very fine; size large to very large. Does best on rich springy soil. If your soil is high and thin, would not recommend Chesapeake, but rather such varieties as Ford, Big Joe, Dr. Burrill, etc., but if you have a good soil Chesapeake will do wonders for you.

PRICES OF CHESAPEAKE PLANTS

25 Plants 75c; 50 Plants $1.00; 100 Plants $1.75;
250 Plants $3.00; 1000 Plants $10.00; 500 Plants at 1000 rate

LUPTON—Late (Per)

Is truly a show berry and one of the very best sellers on the market. Plants are vigorous and productive. We have never seen a berry that makes a better show when crated up for shipment; has a large showy calx that sets off the bright red berry. Lupton is sure to be a winner and we advise all commercial growers to try it. We believe for a late berry our customers in Florida could not get a better one, as its firmness would stand the long haul. Much better than Nic Ohmer in our opinion.

A REPEATER.

Pradford, Ill.

Plants you sent me were just fine, I never saw such nice ones. Thanks for being so prompt in sending them. Am sending you another order.

Mrs. M. L. H.

Cambridge, Vt.

Dear Sir:—My surprise was great when I opened the box of plants and found so many more than I paid for. All large with heavy long roots. With best luck, I am yours truly

Luther P.

Oxford, Pa.

Will not need any more plants this year, but wish you could see an acre of plants we have grown from the last year's planting, will send you a photo.

M. W. B

Ruskin, Fla., Feb. 2, 1920.

Dear Sirs:—I have the best berries this year I ever saw, everybody says they are the largest and fullest they ever saw grown here. I got the plants from you and want more just like them.—Respt.

D. D. E.

BIG JOE—(Joe Johnson)

BIG JOE (Joe Johnson)

A midseason to late variety and a great money maker in nearly all sections of the country. This is the fourteenth year that we have catalogued Big Joe. We have sold Big Joe plants by the millions for the last ten years in all sections of the country and today it is among our very best sellers in practically all sections of the country. And especially through New Jersey, Pennsylvania, New York, Connecticut, Rhode Island, Massachusetts, Maine and New Hampshire.

Big Joe is one of the very hardiest varieties in plant growth and a failure is seldom. Is one of the most productive varieties in our list. Fruit bright red, firm and good quality, size extra large. For the home garden plant some Big Joe and for commercial use plant it for dollars and cents.

We always try to grow several million Big Joe plants every year and we have one of the finest crops this year we have ever grown.

WARFIELD (Imp.)

This is one of the old time varieties that we had discarded several years ago, but our customers in certain sections of the country kept calling for it, and for their benefit we have again added Warfield to our list. Warfield really needs no description but for the information of the new beginners will say that Warfield is a close comptitor of the Dunlap, and being of imperfect blossom it should be set by the side of Dunlap, or some good midseason perfect flowering variety. Fruit about same size as Dunlap, and same quality, probably more firmer and for this reason is an ideal canner. Price same as Dunlap.

TAKE NO CHANCES—TOWNSEND'S MISSORARY ALWAYS RELIABLE.

A Dish of LUCKY BOY Everbearing Strawberries—one of the biggest—sweetest—and most productive of the everbearing.

Townsend's Everbearing Strawberries

Hundreds of letters are received by us every year stating that our Everbearing plants are all and even more than we claim for them.

A Townsend Everbearing Strawberry Garden is one of the most pleasing and profitable crops ever grown. Thousands of kiddies have been made happy by the growing of one of these gardens.

Besides the pleasure for the home, and the usefulness in having fresh strawberries for the table for several months in the same year plants are set, they are the most profitable crop grown in dollars and cents.

It is nothing to get reports that from a few hundred plants more than a hundred dollars in cash has been received after supplying the family.

We are offering only the cream of the Everbearing varieties, grown in our own nurseries in the garden spot of the world.

LUCKY STRIKE

This is one of the finest ever-bearers for the Northern states. Is a strong healthy grower; makes long well rooted plants that are stalky in appearance and are able to hold up the wonderful load of bright red lucious berries which it abundantly producers. Some of our customers claim that Lucky Strike is the best of the ever-bearing, perferring it to the Lucky Boy or Progressive. We have a fine stock of plants again this season and have reuced our price to $25.00 per 1000, or $5.00 per 100. We introduced Lucky Strike season 1918 at $1.00 each and it has given wonderful account of itself in all the Northern states, from Maryland up. Do not fail to order a few Lucky Strike. Only a dozen will give you a show to test its merits.

LUCKY BOY (Per)

We have never been able to supply the demand for Lucky Boy plants. At the same time we have cut our price half for this season in 1000 lots. When we introduced Lucky Boy we gave it this description: BIGGER, SWEETER AND MORE PRODUCTIVE than any other ever-bearing strawberry. Ninety-nine per cent. of our customers who have grown it, and it has been sent to every State in the Union, will back this statement. Plant in good rich soil, grow in hill system, and you will have a gold mine. Both as an ever-bearer and a Spring cropper.

PROGRESSIVE (Per)

Is the universal ever-bearer, and is now known the country over and an unfaltering producer of the highest quality fruit. Begins to ripen early in season and will continue to fruit all the summer. Fruit medium to small and good quality for table use.

SUPERB (Per)

This was considered the largest of the ever-bearing strawberries until Lucky Boy was produced. In some sections it is a great favorite. Not a good producer in the fall in the states South of Delaware. We have a very fine stock of Superb plants.

For many years I have been sending to Townsend for plants. He has never failed to send me satisfactory plants. I have recommended hundreds of berry growers from this section to you and all have been well pleased. Wish you could see my patch now. I am enclosing you an order for 1,500 plants for my neighbor.

J. R. Conner (Fla.).

The two bundles of Lucky Boy plants arrived in fine condition. I appreciate your liberal count and good plants.

J. A. M. (N. J.).

Received plants in fine order and they are growing fine.

W. D. K. (Lansdale, Pa.).

I have followed your instructions for the last six years in growing berries, and have never made a failure. Strawberry growing has brought me out of debt. I used to be in the Dairy Business but have side tracked that for strawberry growing. This is the seventh order to you for plants. With best wishes to you and the sons.

E. C. Walnut.

Starke, Fla., April 11, 1921.

Gentlemen:—The plants came Saturday and they were in perfect condition. They looked like they had just been taken out of the ground. Foliage was scarcely wilted.—Respt. your friend

E. M. T.

NO HOME GARDEN IS COMPLETE WITHOUT A BED OF EVER-BEARING STRAWBERRIES.

1921 PRICE LIST 1922

—OF—

Townsend's High-Grade STRAWBERRY PLANTS

Instructions for Determining the Cost of Plants.

Beneath the varieties in each column below is a complete scale of prices which applies separately to each individual variety listed in that column. If plants are wanted of more than one variety, figure each variety separate same as though you were ordering only one sort.

COLUMN 1.	COLUMN 2.	COLUMN 3.
DR. BURRILL	PREMIER	BUSHEL BASKET
GANDY	FORD	CAMPBELL'S Early
KLONDYKE	LUPTON	PROGRESSIVE
MISSIONARY	AROMA	SUPURB
SEN. DUNLAP	EARLY JERSEY Gt	WORLD'S WODER
WARFIELD (Imp.)	EARLY OZARK	PRES. HARDING
BIG JOE	FENDALL (Imp.)	HORSEY
	GIBSON	MASCOT
	GLEN MARY	CHESAPEAKE
	HOWARD 17	See prices on page 12
	HAVERLAND Imp.	
	KELLOGG Prize Im	
	NIC OHMER	
	PARSONS BEAUTY	
	PAUL JONES, Imp.	
	SAMPLE (Imp.)	
	BIG LATE (Imp.)	
	WM. BELT	

25 Plants..$ .50	25 Plants..$ .60	25 Plants..$ 1.00
50 Plants.. .75	50 Plants.. .85	50 Plants.. 1.50
100 Plants.. 1.00	100 Plants.. 1.50	100 Plants.. 2.50
200 Plants.. 1.50	200 Plants.. 2.15	200 Plants.. 4.50
300 Plants.. 2.00	300 Plants.. 2.85	300 Plants.. 5.50
400 Plants.. 2.50	400 Plants.. 3.50	400 Plants.. 6.50
500 Plants.. 3.00	500 Plants.. 4.00	500 Plants.. 7.50
1,000 Plants.. 5.00	**1,000 Plants.. 7.00**	**1,000 Plants.. 15.00**
5,000 Plants.. 23.50	5,000 Plants.. 33.75	5,000 Plants.. 70.00
10,000 Plants.. 45.00	10,000 Plants.. 65.00	10,000 Plants..150.00

From one to five thousand plants the 1,000 rate applies; from five thousand plants up to 10,000 the 5,000 rate applies.

LUCKY BOY and LUCKY STRIKE (Everbearing)

12 Plants $1.50	250 Plants .....$ 10.00
25 Plants 2.50	500 Plants 15.00
50 Plants 3.50	1,000 Plants 25.00
100 Plants 5.00	5,000 Plants 100.00

Late in season please give second choice.

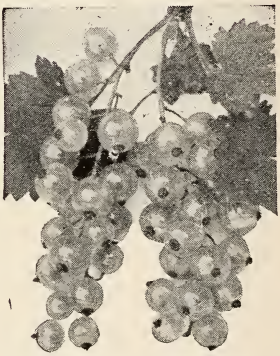
Descriptions of Other Small Fruits

CURRANTS

CHERRY.---(Red). Very large, deep red, bunch short, plant erect, stout, vigorous and productive.

FAYS PROLIFIC.---Large red, fine flavor, very large bunch. One of the leading red varieties, vigorous and productive.

RED CROSS.---A large and productive variety. One of the best if not the best mid-season varieties on the market. Fruit mild and pleasant. One of our very best sellers.



RED CROSS CURRANTS

WILDER.---Large, bright red, attractive. Strong hardy grower, mid-season to late.

LONDON MARKET.---Is said by a great many currant growers to be the best of all the red currants. Is a new variety, hardy and prolific, holds foliage late in season.

VICTORIA.---(Red). Large size and good quality. One of the old standards.

PERFECTION.---This is truly a wonderful new currant. Large size and good quality.

NOTE—As there is not much sale for Black Currants we have discontinued growing them. Our Currant bushes are all two and three year old and very exceptional bargains at our price.

GOOSEBERRIES

DOWNING GOOSEBERRY

DOWNING. Is considered by most growers to be the best standard Gooseberry, and we are not growing any other variety. Fruit is of a greenish yellow, good size, strong hardy grower, strickly high quality.

GRAPE VINES

CONCORD. Decidedly the most popular Grape in America. Is more largely planted than all other grapes combinedl both for home use and market. A large purple black grape, extra large bunches, and high quality; does well in all sections. A standard everywhere. No home complete without a few Concord Grape Vines. We have a fine stock, both 1 yr. and 2 yr. vines.

CLINTON. A strong, hardy grower, and especially adapted in the South; one of the best on light soil. Fruit medium in size, good quality. One of the old favorites for home use.

CONCORD GRAPE

DELAWARE. Bunch small, compact berries, small, thin skin, firm and juicy, very sweet. A pale red grape, and very popular.

NIAGARA. Probably the best white grape, fruit large and sweet.

MOORE'S EARLY. An extra early, good quality grape. Bunches very large, jet black.

CAMPBELL'S EARLY. (Black). A very promising variety, size large, and good quality.

IMPORTANT NOTICE.

Grape Vines, Raspberry Plants, Blackberry, Currants and all cane plants will be shipped separate from Strawberry Plant orders. They are not so perishable as strawberry plants and in large orders can be shipped by freight safely. However, if the order is small we will send either parcel post or express, collect.

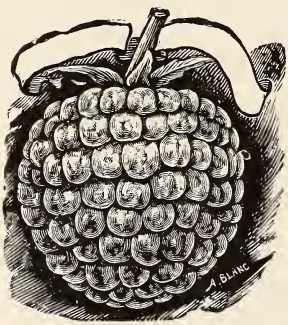
In ordering cane plants we will thank you to give second choice. All our cane stock is grown by one of the largest wholesale nurseries in the country and your orders for most of this stock will be filled direct from the nursery. We can ship any of these plants as late as May 15th providing we are not sold out. All this stock is fresh dug for your order. No storage stock carried in this nursery. Grape Vines may be shipped either from our nursery or from our branch in Ohio, whichever is most convenient to you. Ask for special prices on orders for 5,000 up.

RASPBERRIES

ST. REGIS. Everbearing. This red raspberry is probably the best of the everbearing raspberries for all sections, and especially for the South, and where the soil is light will produce from early summer until hard freezes. Not a full crop all the time, but in ordinary seasons there is no time when ripe fruit is not being produced. Is very fine quality and will please most growers. Every household should have a few plants.

CUTHBERT. (Red). This is an old standard and a good variety. Does not fruit in the fall.

ST REGIS EVER-BEARING RED RASPBERRY



GOLD DOLLAR
Yellow Raspberry

GOLD DOLLAR. A new seedling of great promise. Our attention was called to this variety by one of our friends who found it growing wild in an old family graveyard. The fruit while growing without any cultivation, was larger than any raspberry growing on the farm under cultivation, and was found to be very sweet and juicy. It was taken up and given proper attention and today is considered the very best raspberry in this section. The color is a rich golden yellow; as compared to Golden Queen, is much larger and more productive. We will sell only 10 plants or less this season as we wish to keep most of our stock for propagation purposes. We want to sell just enough small lots to get it thoroughly introduced while we are propagating a large supply of plants to offer. **Price, each $1.00. Not over 10 plants sold to a customer.**

PRICE LIST OF GRAPE VINES

And Other Small Fruits, Etc.

RASPBERRY PLANTS.

	Each	10	50	100	1000
Plum Farmer (Blackcap)	$ .20	$1.75	$ 7.50	$12.00	$75.00
St. Regis (red) E. B.	.20	1.75	7.50	12.50	....
Cuthbert (red)	.10	1.00	4.00	7.00	40.00
Erskine Park (red)	.20	1.75	7.50	12.00	65.00
Golden Queen (yellow)	.20	1.75	7.50	12.00	65.00
Gregg (black cap)	.10	1.00	4.00	7.00	40.00
Kansas (black cap)	.10	1.00	4.00	7.00	40.00
Royal Purple	.20	1.75	7.00	12.00	65.00
Honey Sweet (black cap)	.30	2.00	9.00	15.00	....
Hoosier (black cap)	.30	2.00	9.00	15.00	....
Miller (red)	.20	1.75	7.00	12.00	65.00

Special Price in Lots of 5,000 Up.

BLACKBERRY PLANTS—From Root Cuttings.

	Each	10	50	100	1000
Ancient Britton	$ .20	$1.75	$ 7.50	$12.00	$ 65.00
Blowers	.20	1.75	7.50	12.00	65.00
Crystal White	.30	2.50	10.00	17.50	100.00
Eldorado	.20	1.75	7.50	12.00	65.00
Joy	.30	2.50	10.00	17.50	100.00
Merserau	.20	1.75	10.00	12.00	65.00
Hilalaya Giant	.30	2.50	10.00	17.50	100.00
Logan Berry—transplant	.50	4.00	15.00	25.00	.....
Lucretia Dewberry	.10	1.75	5.00	7.50	25.00
Austin Dewberry	.10	1.75	5.00	7.50	25.00

GRAPE VINES

	Each	10	50	100	1000
Concorn, 1 yr. No. 1	$ .25	$2.50	$10.00	$17.50	$150.00
Concord, 1 yr. No. 2	.20	2.00	9.00	15.00	100.00
Clinton, 2 yr. No. 1	.25	2.25	10.00	17.50	100.00
Concord, 2 yr. No. 1	.30	2.50	12.00	20.00	175.00
Catawba, 2 yr. No. 1	.30	2.50	12.00	20.00	175.00
Campbell's Early, 1 yr. No. 1..	.30	2.50	12.00	20.00	175.00
Niagara, 2 yr. No. 1	.30	2.50	12.00	20.00	175.00
Niagara, 1 yr. No. 1	.25	2.25	10.00	17.50	175.00
Moore's Early, 2 yr. No. 1	.30	2.50	12.00	20.00	175.00

CURRANTS.

	Each	10	50	100	1000
Cherry Red, 3 yr. No. 1	$ .40	$3.50	$15.00	$25.00	.....
Victoria, 3 yr. No. 1	.40	3.50	15.00	25.00	.....
Fay's, 3 yr. No. 1	.40	3.50	15.00	25.00	.....
Perfection, 1 yr. No. 1	.25	2.25	10.00	17.50	.....
London Market, 1 yr. No. 1	.25	2.25	10.00	17.50	.....
Wilder, 2 yr. No. 1	.30	2.50	12.00	20.00	.....
Red Cross, 1 yr. No. 1	.25	2.25	10.00	17.50	.....
White Grape, 2 yr. No. 2	.40	3.50	15.00	25.00	.....

PRICE LIST OF SMALL FRUITS—(Continued)

GOOSE BERRY.

	Each	10	50	100	1000
Downing, 2 yr. No. 1	$ .40	$3.50	$15.00	$25.00	.....

ASPARAGUS ROOTS.

Colossal. Bars Mam, Giant Argentile, 1 yr.	$1.50	$12.50

Less than 10 at each rate, less than 50 at 10 rate, less than 100 at 50 rate, less than 500 at 100 rate, 500 at 1,000 rate.

This cut shows a field of PAN-AMERICAN BLACKBERRY PLANTS in fruit. Without exception this is the most wonderful Blackberry ever introduced to the public. A single plant will produce more than fifty quarts of berries in a season This grand variety hails from South America. Is extremely hardy and a strong grower, fruit as large as the very largest blackberry known, firm and very sweet, has very few seeds. Fruits a long season, in fact produces from the very earliest to the very latest of the blackberry season. We have made arrangements with the party who received these plants direct from South America, to introduce them to the public, and expect to hear great things from this berry in a few years. Anyone particularly interested, we shall be pleased to give the address where the plants can be seen growing and fruiting this summer.

There is only 15,000 plants offered for sale this year at a price of $1.00 each. Not less than five plants sold.

DON'T FAIL TO ORDER A FEW PAN-AMERICAN BLACK BERRY.

ROSE BUSHES.

Strong field grown (winter hardened) two and three year, 18 to 20 inches. Prices, 75c each; five, $3.00; 10, $5.00. Please give second choice.

Baltimore Bell
Crimson Rambler
Dorthy Perkins
Cherokee
Gold Finch
Hiwatha
Lady Gay
Prairie Queen
Seven Sisters
White Dorothy
Wichurina
Yellow Rambler
Mrs. Harding (a new pink Rambler) $2.00 each.
French Queen, $2.00 each.

Rose bushes can be shipped by parcel post, as follows:

Five pieces or less, 10c each postage; six to ten pieces, 7c each postage; over ten pieces, 5c each pstage.

SHORT DESCRIPTIONS OF ROSES

BALTIMORE BELL—Double blush white.

CRIMSON RAMBLERS—Delicate flesh white flowers, large in fine cuting clusters.

DOROTHY PERKINS—Dense clusters of double pink flowers, fluted pedels.

GOLD FINCH—Buds rich lemon yellow, open flowers a trifle lighter.

HIAWATHA—Deep ruby crimson, with white eye, small flowers, big clusters.

LADY GAY—Cherry pink and white.

PRAIRIE QUEEN—Bright rosy red.

SEVEN SISTERS—Crimson and white.

WICHURIANA (Memorial Rose)—Single white flowers, lustrous foliage.

WHITE DOROTHY—Best white climbing.

MRS. HARDING—A beautiful new pink rambler, strong grower and sets heavy with foliage, and the most beautiful clusters of rich, pink flowers. Price $2.00 each.

FRENCH QUEEN—A new one from France, beautiful red climber, unsurpassed for beauty. Price $2.00 each.

SPECIAL.

Our lady customers will be pleased to note that we have added a fine selection of roses to our list.

We have a Rose Specialist only a few miles from our nursery who is growing these very fine roses for us and who will be more than pleased to make a selection for you and to help you in any way possible to obtain the very best collection for your locality.

Our prices are based on strickly first class stock grown in open fields and winter hardened. Rose bushes can be shipped by parcel post.

Townsend's Strawberry Gardens

FOR 1922

Townsend's Everbearing Garden

This garden will fruit from July until the snow flies, the first year plants are set. And again next Spring and continue during the second fall. This garden is composed of

100 Progressive or
100 Superb
100 Lucky Boy
100 Lucky Strike

Our Special Price by parcel post prepaid is only $15.00.

Don't fail to order this collection and save your postage bill.

Townsend's Big 4 Standard Garden

These four varieties are without a doubt the three best Standard varieties ever introduced, and of the very finest quality. Suitable for home use, or market, and will give you berries in the Spring over a long season. This garden is composed of

100 Premier
100 Ford
100 Townsend Big Late
100 Dr. Burrill

Our Special Price by parcel post prepaid is only $6.00.

Our customers save the parcel post charges on this Big Four Garden.

Our Boys' and Girls' Garden

We always try to do something extra for the Boys and Girls. This time we are going to give them the best bargain they ever had, will send 500 plants of our own selection which will include fifty ever bearing most suitable for their locality at the very low price of $5.00 prepaid. A saving of at least of $2.50 on this garden.

Townsend's Big 6 Special

We furnish more than 500 of these Gardens during season 1920. And received some wonderful reports from them this summer. In fact they have pleased every one who purchased them. This collections includes the following.

100 Premier
100 Dr. Burrill
100 Haverland
100 Lucky Boy, Everbearing
100 Ford
100 Townsend Big Late

We furnished more than 500 of these Gardens during season

Every one a strickly high class variety and hardy grower.

Townsend's Special Market Garden No. 1

1000 Premier, Catalogue price	$ 7.00
1000 Sen. Dunlap, Catalogue price	5.00
1000 Missionary, Catalogue price	5.00
1000 Big Joe, Catalogue price	7.00
	24.00

Special price only, purchaser to pay transportation charges, $22.00.

Townsend's Special Market Garden No. 2

ONE ACRE COLLECTION.

2000 Dr. Burrill, Catalogue price	$10.00
2000 Missionary, Catalogue price	10.00
2000 Haverland, Catalogue price	14.00
2000 Ford, Catalogue price	14.00
	$48.00

Special price, purchaser to pay charges, only $40.00.

A saving of $5.00 on this order.

Our New England Garden No. 3

HALF ACRE COLLECTION.

500 Premier, Catalogue price	$ 4.00
500 Dr. Burrill, Catalogue price	3.00
500 Townsend Big Late, Catalogue price	4.00
500 Ford, Catalogue price	4.00
500 Lupton, Catalogue price	4.00
500 Glen Mary, Catalogue price	4.00
1000 Everbearing, Catalogue price	15.00
	$38.00

Our Special price, purchaser to pay charges, only $35.00.

A saving of $3.00 on this order.

Townsend's Half Acre Everbearing Collection

Will pay for itsself several times over this season if given a proper chance. Includes 1000 each of our best ever bearing.

1000 Luck Boy	1000 Progressive
1000 Lucky Strike	1000 Superb

Our Special price, purchaser to pay charges, only $60.00

Catalogue price $80.00

A saving of $20.00 on this order and you get the best ever bearing collection in the world.

Townsend's Mixed Small Fruit Collection No. 10

PURCHASER TO PAY CHARGES.

3 Grape Vines, red, white and blue, value	$ .90
3 Gooseberry, Downing, value	1.20
3 Red Raspberry, everbearing, value	.60
3 Black Raspberry, value	.60
3 Yellow Raspberry, value	.60
3 Blackberry, value	.60
3 Red Currants, value	1.20
3 Black Currants, value	1.20
3 White Currants, value	1.20
100 Best Standard Strawberry, value	1.50
100 Best Everybearing, value	5.00
Catalouge value	$14.60

Our special price only $12.50, a saving of $2.10.

The above collection will be prepared by an experienced nurseryman and satisfaction is guaranteed. This is the first time we are able to offer such a small fruit garden, and we hope that you will take advantage of this special offer.

Townsend's Mixed Small Fruit Garden No. 20

FOR COMMERCIAL USE, CONSISTS OF

100 St. Regis Everbearing Raspberry, value	$12.00
100 Cuthbery, Red Raspberry	7.00
200 Plum Farmer Black Raspberry	25.00
200 Best Market Variety Blackberry	25.00
25 Two Year No. 1 Concord Grape	5.00
25 Niagaria White Grape	6.00
50 Red Cross Currants, two year, No. 1	15.00
50 London Market, one year, No. 1	10.00
25 Downing Gooseberry, two year, No. 1	15.00
500 Strawberry Plants, best standards	4.50
500 Everybearing Strawberry Lucky Boy	15.00
Cataogue price value	$139.50

Special price, purchaser to pay charges, $125.00, a saving of $14.50 on this splendid order.

SPECIAL—We will send one-half of the above collection for $65.00, or twice the amount for only $210.00.

Note—Every collection will be filled as described as long as the variety is in list. Should we run short on some varieties we reserve the right to fill the order with something that we know to be of equal value. We do not sell one half of a collection at half the price quoted. We should not be asked to do this as we have truly given Bargain prices. And promise to please all who order our Garden selections as we have done in the past.

NUMBER OF PLANTS REQUIRED TO SET AN ACRE AT A GIVEN DISTANCE APART.

Rows 24 inches apart	plants 12 inch	in row	20,000
Rows 30 inches apart	plants 12 inch	in row	17,000
Rows 36 inches apart	plants 12 inch	in row	14,000
Rows 42 inches apart	plants 12 inch	in row	12,000
Rows 36 inches apart	plants 18 inch	in row	9,500
Rows 42 inches apart	plants 18 inch	in row	8,000
Rows 48 inches apart	plants 18 inch	in row	7,000
Rows 48 inches apart	plants 24 inch	in row	5,500
Rows 24 inches apart	plants 24 inch	in row	11,000
Rows 30 inches apart	plants 30 inch	in row	7,000

For hill culture rows should be either 24 inches, 30 inches or 36 inches and plants set 12 inch in the row.

For matted row system rows should be either 42 inches or 48 inches and plants set 18 inch to 24 inch in row.

PARCEL POST RATES ON STRAWBERRY PLANTS.

Zone 1 and 2—Figure 10c per 100 plants or less.
Zone 3—Figure 15c per 100 plants.
Zone 4—Figure 20c per 100 plants.
Zone 5—Figure 25c per 100 plants.
Zone 6—Figure 30c per 100 plants.
Zone 7—Figure 35c per 100 plants.
Zone 8—Figure 40c per 100 plants.

This table has been very carefully prepared and after filling hundreds of thousands of orders, and we believe it to be as correct as it is possible to get it. Plants do not all weigh the same when packed for shipment and no table could prove correct. We do not try to adjust small differences in postage. This rate will apply to all orders received to go by parcel post prepaid, and when not sufficient postage is remitted as per table above we will send plants C. O. D. postage, and return whatever amount you have sent us for postage.

3c will insure you order up to $5.00.
5c will insure your order up to $10.00.

We use light ventilated crates and patented mailing cartoons in shipping parcel post.

More Praise For The Dr. Burrill

MR. GEO. WELCH, of Ind., writes he made a profit of $1815.00 per acre from Dr. Burrill on very poor soil.

MR. JOHN H. PALTZ, of Mass., says Dr. Burrill was my best berry the past season netting me more than $2100.00 off three quarters of an acre.

Impossible to Fill The Demand For Townsend's High-Grade Plants

Every year we have increased our acreage. And every year we have more unfilled orders. We have grown more than 300 acres for our 1922 crop, but we do not expect to be able to fill the orders again this season. We have just purchased 170 acres more of the finest strawberry land on the Eastern Shore of Maryland. We are preparing this land now for our 1923 crop of plants. This added acreage will only partly fill the demand for our plants.

The big seed houses of the Country would take alone every plant we can grow every year to fill their orders. Our prices to them are just the same as to our regular customers who send to us direct. It can thus be seen that people will pay even twice or three times as much as we ask for our plants in order to get them.

The seed houses usually ask about twice to three times as much for plants as we charge for them. Most of these orders are filled direct to the growers from our packing houses under our own tag, and the seed house customers know whose plants they are using. This helps to create a great demand for Townsend's plants thru this source as our plants always advertise themselves.

Big Brewing Business of Pennsylvania go in the Nursery Business.

April 23, 1921.

Berry plants arrived O. K. Find check for $200.00 for more plants.

Lion Brewing Co.

Townsend's Plants and Townsend's Service.

R. I., June 30, 1921.

Just finished my half acre of berries, netted me $1378.60, what do you think of this for a starter? I am expecting to double this next season when my Premier comes into bearing. Townsend's plants and Townsend's service for me.

L. E. C.

From a small Townsend garden we picked 320 quarts for our grocer, he paid us 40 cents per quart, and we had all the delicious berries we could use for four weeks. Had only 300 plants. This was your girl's garden selection.

Mary Thomas (Ill.)

The strawberry plants came O. K., I have them set out and they look fine. I want to thank you for the fine plants.

Alice Murry (N. H.).

Walnut Grove Sanatorium.

The strawberry plants arrived O. K. and are looking fine. If you ever come to Springfield, Mass., I would be pleased to have you call. I live seven miles from Forest Park.

Mrs. A. H. Newman.

A Pleased Customer.

We got an order of strawberry plants from you people which amounted to 14,000 plants. The plants were very fine. Am very well pleased with them.

Clarence Kepple (Pa.).

Townsend's plants have done wonderful for us. We are Townsend boosters. You have received many orders that we have thrown your way. We have tried plants from all over the Country but nothing as good as Townsend's plants here.

John Figgs (Mass.).

Sent across the Continent and as Fresh as when dug.

The plants got here on the 20th and they were as fresh as when dug. There was not one of them bad. Never saw such fine plants. I got some from a neighbor of yours and they were half rotten. I have ordered a lot of plants from all parts of the Country but yours beat them all.

O. A. Coye (Texas).

I think that nearly every one in this section uses Townsend's plants. We have been using them for years and have always been a Townsend booster. We have only a small bed in our garden but would not be without a garden of strawberries for nothing in the world. Pays for itself many times over each year. Send us 600 more Premier plants and 100 Lucky Boy. These are our choice varieties.

Mrs. J. J. S. (Pa.).

Replying to yours of the 1st inst. as to how we like the Premier, will say Premier is the only berry for us. We expect to set 10 acres to it this Spring and will give you our order a little later as we are making up a 50,000 order in order to get them for $7.00 per 1,000. Reserve this many for us, we will surely take them.

J. A. H. (Alabama).

The plants you sent me are doing fine, have lost but very few. The World's Wonder are the finest plants I ever saw. I am more than pleased. Wishing you every success in your honest business way. These days it is hard to find honest business men but there are still some, I am glad to say.

Ralph B. Hill (Conn.).

Gentlemen:—The 1,000 plants ordered from you on the 11th arrived in fine shape on the 14th. In speed for filling orders this "caps the climax." Many thanks for your promptness. I assure you I appreciate this kind of service.—Yours truly

F. G. McCollum (N. Y.).

Plants came duly at hand and certainly look good.

Mm. G. Claxton (N. Y.).

This is E. W. T., Jr., photographed in one of our fields of Premier. He is the fellow who superintends the packing of your orders, and from the thousands of letters we receive complimenting him on his packing and good count, we suppose he knows his business pretty well. Jr's. never satisfied unless you are satisfied.

THE RURAL NEW YORKER,

333 West 30th Street, New York.

June 2, 1921.

E. W. Townsend & Son,

My Dear Mr. Townsend:—I think you may be interested in the nice report we received from your customer, Oliver E. Woodmacy, of Randolph, N. J., which reads as follows: "I want to mention the honesty and courteous treatment we received by the Townsend Company, strawberry shippers. In March I sent to them and they made a mistake and sent to the wrong address. By the time they arrived here two weeks later they were a worthless lot of plants. I wrote them and promptly they sent another lot of splendid plants."

I trust the plant season has proved a good one for you, and remain with best wishes.—Very sincerely yours

The R. N. Y.

W.F.D.—R. WM. F. Dillon.

Chaney, Md., May 16th, 1921.

Mess. E. W. T. & Son:—I am enclosing check for balance due you. I am shipping a few Premier berries, have been getting $12.00 per thirty-two quart crate. Will have about 25 crates to-day. They are the prettiest berries that I have ever seen. With kindest regards, I am

J. C.

Note.—Mr. C. and his friends came over to our nursery in the Spring and placed a very large order for plants. We recommended Premier and Ford varieties. Now they are pleased.

The only thing I regretted this Spring was that I did not take your advice and set all Premier plants. Half acre Premier sold for more money than one and three quarters acres in other varieties.

West Laurens (N. Y.).

YOU WILL FIND TOWNSEND CUSTOMERS IN EVERY NOOK AND CORNER OF THE COUNTRY

We receive every year hundreds of orders from the leading institutions thruout the Country. State institutions, state hospitals, boys' and girls' clubs and experiment stations everywhere. County agents are always praising our plants. Thousands of orders are received thru recommendations of state officials on the merits of Townsend's plants alone. The whole Country is our field. We have satisfied customers everywhere.

A trial order in a remote section often leads in a few years to a large trade in that territory. That any product will succeed everywhere, must have a superior quality. Townsend's plants have accomplished this because they have made good everywhere. To a degree that has left no room in our customer's minds to doubt.

Our Plants and Service the Same To All.

Townsend Plants and Townsend service means the same to every one. This means the best plants it is possible to grow. Fully selected and true to name. Packed so as to reach you in good growing condition. A truthful statement about everything. Only square deal methods used. We always have in mind that your success means ours. And if for no other reason, a square honest deal is the only business way.

Want to thank you for the nice plants and liberal count. Everything just fine. I should have written sooner but will do better next time.

Mrs. F. Townsend (N. J.).

Plants ordered on the 24th arrived on the 28th in very fine shape and best plants I ever saw. And again I want to thank you for the liberal count. I am certainly well pleased.

Wm. Fryer (N.J.).

Townsend Nursery:—Wish to thank you for the nice plants I have just received. It is nice to deal with square people.

W. A. Leonard (N. Y.).

Here is the 13th order to you for plants. I feel that this one will be a lucky order as all others have been. You have never failed to send us good plants, and I never fail to recommend Townsend where ever I go.

J. H. Snyder (Mass.).

Received my plants. Your Premier are the largest strawberry plants and best rooted plants I have ever seen. Please mail another copy of your book, I want it for a friend.

H. H. Longfield (Mich.).

Plants arrived at the proper time. Were a real bunch of plants. You have my confidence as a grower.—I am yours truly

Robt. E. Schrucker (Pa.).

Plants arrived O. K. Please send catalogue to friend, I told him about you.

W. M. Burrill (N. Y.).

A Repeater.

Plants arrived this A. M. Am very much pleased. Find inclosed another order. After reading your book I have decided to send you another order.

A. L. Rhodes (Conn.).

Gentlemen:—Plants just arrived in fine shape. Am well pleased. I had some ordered from another nurseryman in Kansas. His were a poor lot of trash, 75% were no good. I will throw most of them away. Such stock would be dear as a gift. I am sending you another order with this letter and beg to remain, yours very truly

Adolph Bading (Texas).

Plants all arrived O. K. and am well pleased.

Harold M. Yates (Conn.).

Plants arrived in fine shape, have them planted out and every one living. Inclosed find order for 1,000 more plants.

F. G. M. (N. Y.).

THE BIG **3** PREMIER
FORD
TOWNSEND'S BIG LATE

OUR SERVICE DEPARTMENT

We do not consider the deal closed when we accept your money and ship you your order of plants. We are here to guide you in giving advice and in helping you in every way possible in growing and marketing the crop. More than one-half of the time of the writer is spent is correspondence with his customers in advising them in the different problems in growing their crops and in making selections.

In this booklet we are trying to give all the advice possible as to selecting varieties, manuring, plowing, setting plants and caring for them from start to finish—in order to avoid so much unnecessary correspondence as possible, during the coming very busy season.. But any advice not given here will be cheerfully given for the asking.

WE COULD GROW JUST STRAWBERRY PLANTS.

Just such plants as are grown and advertised by the average plant man. But would we grow ourselves?

We think not. We have seen the coming and the going of a great many plant growers since we started in the business.

We would not be content to grow just Strawberry Plants.

Our one aim is to grow only the very best plants that it is possible to grow. And to make every Townsend customer a leader in his section as a successful strawberry grower.

For this reason it is to the interest of every berry grower large or small to select Townsend as his or her Nurseryman to supply the plants for this year's crop. Mistakes and failures are fatal at this time, we must not take chances and buy something called plants just because they happen to be a little cheaper or a little nearer home. Our packing is perfect. No matter where situated plants should reach you in time, at the proper season—our prices are as cheap as the best plants can be grown and delivered to you.

Once a Townsend Customer—always a Townsend Customer—WHY?

The first thought with us when we get a new customer is to try to please him better than he was ever pleased before. We begin by serving him with better plants than he was ever accustomed to. We give him prompter service than he is used to. We never allow a customer to make a mistake in getting the wrong varieties if we can help it. We are never too busy to sit down and write our customer a letter advising him about his order. We try to give every customer a little more than he expects, (note what some of them say when writing us). We do not treat a customer in the above manner just when he is new but we try to give him better service every time he comes back.

WHEN THE ORDER IS RECEIVED.

When an order is received, first it is handed to our manager. He reads the order and letter over (if accompanied by letter), fifty per cent. of the orders sent to us is left to the Manager's own way to fill, as he thinks best. Twenty-five per cent. of the orders state: if the varieties ordered are not suited for my section, please substitute something better. The Manager at once takes his pencil and crosses out any variety not suited; or if left entirely to him to make selections, makes out the order with our very best varieties for the particular section, adding a few more plants than the customer expected or paid for. The order goes at once to the Packing House, where it is booked for shipment on a certain day. The foreman there instructs the book-keeper to add a few extras. Next the packer gets the order in hand to fill. He gives instructions for digging the order and preparing same for shipment. When plants are counted (after giving two or three plants over in each bundle) the packer finds he has a few bundles over, he places them in the shipment also, as he says no use to leave them over, we will make him feel good when the box is opened. So it goes; every one who has a crack at the order tries to do a little more than he is required to do in order to make the customer happy.

We have no favorites. Every customer is extended the same treatment whether the order is a dollar or a five hundred dollar order. In short we could not ask any one of our customers to give us more for our money than we give them, if our positions were reversed.

More Money in an Acre of Townsend's Plants than half a Farm in other crops.

Penn., March 1st, 1921.

Gents:—I am thinking of setting two acres of strawberry plants this Spring, and would not think of setting any except Townsend's plants. I have seen them growing here in Bucks County for ten years. The folks are making more money on an acre of Townsend's strawberries than I am making on half my farm in other crops. I cannot stand it any longer. Make me a good selection for two acres and send bill and I will mail you check at once to cover.

F. Fleming.

Ill., Sept. 5th, 1921.

E. W. T. & Son:—I am writing to let you know of the fine lot of plants received from you this Spring. We have 99% of a stand. Many thanks, will come again.

C. M.

One from a Large Nursery in N. J.

Inclosed find check for $786.00 as per invoice. We had no kick with the plants, they were very nice and we hope to favor you with some orders from time to time.—Respt.

A. J. C.

CULTURAL DIRECTIONS

Strawberries will thrive in almost any soil that is not too dry or water-soaked, and no crop will respond more quickly to good cultivation than the Strawberry. Strawberries require a great deal of moisture, especially at fruiting time.

PREPARING THE SOIL.—Strawberries should follow some truck crop if possible. We do not recommend planting strawberries after an old sod has been turned under, too many grubs are likely to destroy the plants. All sod land should be plowed at least a year in advance and sowed to some vine crop and manured the fall or winter before planting to strawberries, and then thoroughly worked up in the spring, where it is possible; land that has been manured a year in advance makes the best strawberries. We do not recommend heavy application of manure immediately before planting, and under no circumstances do we recommend the use of commercial fertilizer, directly under the plants when set. The fertilizer is likely to cause the plants to die as soon as the sun gets hot. If fertilizer is to be used, broadcast on the land, thoroughly work in the land a few weeks before setting plants. The finer the condition of the soil at planting time the better for the crop. If land is hard and cloddy, better roll, also if very loose sandy, it is best to roll, as this rolling holds the moisture that is so much needed at this time.

TIME TO PLANT.—The fall from November 1st to March 30th in the South plants may be set any time. In the Middle States, March and first half of April. In the North, as early in the Spring as the ground can be worked, the sooner the better. Northern customers should always order their plants shipped at least two weeks before they expect to set them out. The plants should be healed in a V-shaped trench after they have been unpacked and untied, bunches opened and roots dipped in water. Cover with a board to shade the plants and they will keep several weeks and be in fine condition to plant when the proper day arrives. We ship most orders to the far North during the last half of April. But some of our wisest customers order plants shipped during August and September, we have as good plants at this time as any one in the business, but we cannot recommend the planting at this time, and do not see where the gain is in August planting in the North. Everbearing plants set in April will fruit just as quick as the August and September plants, and much less trouble and expense.

SETTING PLANTS AND MARKING OUT THE ROWS.

After ground is in perfect condition mark rows out with any kind of light marker, that will not make too much of a sink in the ground.

IF HILL SYSTEM.—Mark rows 30 inches apart one way and fifteen inches the other and set plants in the check with a spade or trowel, being sure to get roots down straight and fan shaped, firming ground around plants hard with the hand or foot. Some customers write us they water the plants when setting them. Don't Do That! Nothing could be more injurious to the strawberry plant. Under this system, all runner plants are kept cut off and only the plant you set is allowed to grow. Plants grown this way grow to be very large and usually meet the 15 inch way, and produce more quarts of berries per acre than the latter named system. It is easy to grow one quart of berries per plant under this system. Fruit will average twice as large and sell for more money in the markets. We recommend the hill system, as so many of our customers have reported such large yields from their fields.

SINGLE HEDGE ROWS.—Mark rows thirty inches one way, and set plants twenty inches apart and allow each plant to make about two to four plants. Some very fine berries can be grown this way.

DOUBLE HEDGE ROWS.—For double hedge rows, mark rows thirty-six inches one way, two rows of plants are set zig zag fashion, and each plant is allowed to make only a few plants. The object of the double hedge row is to get more fruit to the acre than by the single hedge row. The center of the bed is kept open so as to give the plants air and sun. This is one of the intensive systems and requires much more work than the other ways, and should not be practiced on a large scale.

THE NARROW MATTED ROW.—Mark rows forty inches apart one way, set plants eighteen to twenty-four inches apart and allow to grow until row is as wide as desired and then keep down by cutting runners off the balance of the season. Usually ten inches is the desired width. This is probably the most common system of growing berries in the large commercial growing sections, where fancy fruit is not the particular object. Too many plants should never be allowed to mat in the bed as their growth is only at the expense of the former plants and when such crowding is allowed small berries and small yields may be expected. One acre grown in the proper way is worth at least two grown the wrong way. It takes a strong robust plant to make a productive plant, it must have plenty of room and moisture, if the roots are crowded moisture will be lacking. If one is not particular about neither quality or quantity, strawberries will generally grow with as little attention as any other crop. But we always contend that anything that is worth growing is worth growing right, and advise our customers to get all there is in it by using the proper methods. The large crops are produced when grown in hills and cultivated each way, one way with horse, if in commercial lots, and the narrow way with hoe or wheel hoe. If for garden purposes, plants may be set 12x24 inches and worked with wheel hoe and give the largest yield.

The above cut shows the Townsend way to handle plants when they are received and you are not ready to set plants for several days. Plants nicely heeled in can be kept for weeks.

CULTURAL DIRECTIONS

(Continued from page 32)

MATING VARIETIES. This paragraph should be especially noted by all.

Strawberry plants are divided into two sexes, male and female, or perfect and imperfect blossoms as the varieties are listed in our books. The perfect flowering sorts will produce as well without the imperfect flowering sorts, but should you plant all imperfect sorts, you would have indeed a very poor crop, if any crop at all. Most catalogue writers recommend planting perfect varieties of the same season, with the imperfect sorts, same rows of each, or two rows of perfect flowering to three or four imperfect and so on across the field or garden.

For best results we have found that where the most is to be gotten from an imperfect variety, (and indeed they are our very best producers when properly mated), is to set an imperfect variety between two different perfect varieties, on one side should be a perfect variety that opens blooms a few days in advance of the imperfect sort, and on the other side a perfect sort that will continue to bloom until after the blooming of the imperfect sort. When a trio of this sort is set, you are sure of getting fertilization for all blooms of the imperfect sorts, hence the larger crop to be expected and more uniform shape berries. Let us illustrate. Commence by setting two rows of Dr. Burrill, four rows of Kellogg Prize, and two rows of Chesapeake, and continue across the patch in this manner. If other cultural methods are followed success is sure with the above varieties. We shall at all times be pleased to make the selections of the perfect sorts when imperfect varieties are wanted, for main crop.

REMOVING BLOSSOMS (Very Important).

All strawberry plants whether standards or ever bearing begin to blossom very soon after being set in the Spring, and these blossoms should be removed as soon as they are all open by cutting off the fruit stems with a sharp knife or shears. Nothing weakens a plant more than letting the fruit ripen on it when it is young.

It requires but a few hours to remove the blossoms from an acre and that will mean your success in growing a strong, healthy crop of plants that will prove fruitful the following crop.

Most of the ever bearing sorts require the removing of blossoms about twice during the first season before berries should be allowed to ripen. Aside from this fact ever

CULTURAL DIRECTIONS

(Continued from page 33)

bearing strawberries are given the same care and cultivation as other standard varieties.

CULTIVATING AND HOEING.

The Cultivators should start soon after plants are set and given often and shallow cultivation the entire growing season. Always remember the shallow cultivation, nothing is more injurious to a plant than deep cultivation. The light, shallow cultivation keeps a dust mulch around the plants which is so essential in dry weather, and the roots should never be disturbed by either hoe or cultivator.

AS TO SPRAYING.—This is left entirely to our customers. They can get better advice from their State Colleges, than we can give; every locality has its own individual troubles with insects. (We are thankful that we have no plant insects on the Eastern Shore of Maryland). Neither do we have to mulch our plants in winter in order to save them from freezing. But in the very cold sections of the country where Mulch is necessary, we recommend straw manure if possible, if not convenient, any kind of straw, Marsh grass, shredded corn stalks, may be used and removed in the early spring before new growth starts. This mulch should be raked off and left between the rows as a protector to the coming fruit crop. As to the length of time a strawberry bed should be allowed to stand depends on the care given to it. We have reports that beds have been kept up for six years and given bumper crops, sometimes producing more fruit the third and fourth year than the first season. Keeping up old patches requires a great deal of work, more so than renewing with a new bed at least every two years. Old beds are given practically the same care as new beds in first year. The ground must be kept constantly cultivated and all the weeds kept out.

TESTIMONIALS FROM A TO Z.

For twenty years the writer of this book, has been encouraging the growing of family strawberry beds. Probably not half who have read my story year after year, have been influenced enough to make the start. But enough encouragement has been received by me, that I shall never stop the work that I have begun as long as I am able to write a catalogue. That I have done some good you will see by the following extracts from letters received from all over the Country.

ALABAMA.—We are picking berries this year from the beds of plants we bought of you three years ago. The initial cost of plants was $5.00 to say nothing of the berries we have used in our home we have sold more than $50.00 worth of berries to our neighbors every year. We owe it all to Townsend service.

ARKANSAS.—Several years ago we purchased some Progressive ever bearing plants from you. They did so well that we have never stopped growing them. Has been the best investment we ever made. No one at the time we purchased these plants from you knew anything about ever bearing strawberries in this section and today every family for miles around has them growing in their gardens. All this came about through your recommendation of the family garden. We owe you a great deal of credit.

ALASKA.—When we came here we never expected to get any more fresh strawberries from the vines. But today we are picking as fine berries from the plants you sent us as we ever saw in Ohio.

ARIZONA.—Have just finished picking last berries from our garden. We have sold more than $200 worth and have plenty stored for winter and they come again. It is the most profitable crop we have ever grown. Many thanks to you.

ARIZONA.—The Ford plants produced as fine quality berries as the Marshall, and about four times as many berries. I enclose order for more plants.

CALIFORNIA.—It is a pleasure to grow your plants. We have ordered plants from all sections, but never got any to grow like Townsend's.

CANAL ZONE.—Plants arrived in fine shape and are growing nicely.

COLORADO.—Townsend's plants are the leading plants in our valley. We have been growing them here for more than fifteen years and have never lost a crop.

CONNECTICUT.—We picked 560 quarts from our ever bearing garden to date and still lots of green fruit and blossoms October 1st. We only set 500 plants; only sorry we did not set several thousand. We are recommending your plants and service everywhere.

THE BIG THREE—PREMIER, FORD, TOWNSEND'S BIG LATE.

A to Z—Continued.

DELAWARE.—While I have lived in this great strawberry section all my life I have never seen any real strawberries until my Premier plants fruited this year, that I got from you. In the future I want no other but Premier.

FLORIDA.—Townsend's Missionary has put Florida on the map as a strawberry state. Long may the originator live.

GEORGIA.—I am writing to you again for the fine plants you sent us last winter. This ever bearing garden has produced abundantly all summer and fall. Better than you claimed.

IDAHO.—Folks told us that strawberries would not grow in this section. We have picked more than 300 quarts of the finest berries from our small garden this season and are delighted with our adventure. Nothing like having them fresh every day for so long a season.

ILLINOIS.—I am an old strawberry grower, have been in the busines for more than forty years. Have never seen such productive plants as you sent us. With very best regards to you and the son.

INDIANA.—Our Townsend garden produced more than 250 quarts of the finest berries, we sold more than $50 worth and have plenty for winter. We will plant an acre this coming spring.

IOWA.—We were induced by your writings to set a patch and wish to say that it was the best investment we ever made. Could never get along without strawberries any more.

KANSAS.—We raised everything else, even "Cain" but no strawberries until this year. Want to thank you for getting us started. The row of ever bearing strawberries have been a perfect show all summer.

KENTUCKY.—Will you kindly send us a catalogue, we want to buy some plants like the ones you sent Mrs. Jones last year. We have never seen such fine berries as they produced. Also send book to Mr. Griffith, who is interested.

MARYLAND.—While touring thru Maryland last year we saw some of your strawberry plant farms, as they were the finest kept plant fields I have ever seen, looked so vigorous, I want to try them out on the Western Shore. Kindly send Catalogue and price on three varieties, early to late, leaving the selection to you.

MASSACHUSETTS.—You will be blessed for the good work you are doing, many homes are being made much happier, and children are being raised healthier, by your good work. We have never seen such wonderful varieties as you are sending out. I am an old man but keep your catalogue coming. Will always be interested in your work.

MICHIGAN.—Your plants are the hardiest and most vigorous plants we have ever grown. You must have a wonderful soil and Climate. Our small bed of plants is a show for the town.

MINNESOTA.—The 100 Progressive, ever bearing strawberry plants produced more than 150 quarts this season. All we could expect in both quality and quantity.

MISSISSIPPI.—The 500 plants furnished our Guests and Boarders this summer with all the berries needed. And we wish to set another 500 plants this fall, as you say it is best to set the ever bearing every year in your book.

MISSOURI.—I only wish that we had set an acre of berries last spring, we have had fine success with the small lot and had lots of berries from the Lucky Boy and Progressive. Send us your catalogue soon as out, we want to book an order for enough to set an acre or more.

MONTANA.—Strawberries grow well here. I never saw better and bigger berries than Lucky Boy produced last fall. How much for 1000 plants.

NEBRASKA.—We produced 2500 quarts from our small bed of 3000 plants. Grub work spoiled one end of our bed. We think Premier the greatest berry we have seen and best for table use.

NEVADA.—We know of no one else in our section who grows strawberries. We have had good luck with our bed. We knew how to grow them before we came here. Every one is crazy over strawberries who sees ours and we are sending you a list of names of our neighbors who will want to order some of your garden selections.

NEW HAMPSHIRE.—We ordered Big Six Special last spring and must say we are well pleased. Lucky Boy is now loaded with fine large berries and all the plants are growing fine. Enclosed find a photo of our garden. The little fellow in the foregroung is our little 12 year old son who has done most of the work in cultivating the berries. He is proud of his success.

NEW JERSEY.—We have never known what real pleaure was until this summer. We had you send our gardener 500 plants, Lucky Boy and Progressive, he had them growing nicely when we arrived on Long Island for the summer. For more than two months we have had three times as many berries as we could use, and have given bushels away to our friends. Here is the picture with a stake with your name on it—TOWNSEND'S STRAWBERRY GARDEN.

NEW MEXICO.—We wish you to send us another lot of plants this spring. We have gotten used to berries now and can't get along without them. Those Progressive are fine and they fruit such a long time.

LIBERTY BONDS EXCEPTED AT PAR VALUE.

A to Z—(Continued)

NEW YORK.—Enclosed find check for three orders for plants. We want them sent as per instructions to our three country homes: Cuba, N. H. and L. I. We want plenty of Townsend's strawberries everywhere we go.

NORTH CAROLINA.—I am writing this letter to let you know that we have had more pleasure from the ever bearing strawberry plants purchased from you last year than anything we have ever grown. People told us ever bearing plants were no good in the South, and even you did not speak very highly of them for our section when we sent in the order. But I never saw more berries on any vine than on these Progressive plants. We furnished one big hotel berries for three months, besides having a plenty for ourselves. We want another supply this season and want the Progressive.

OHIO.—Enclosed find picture of our little strawberry garden. Pretty good for two old codgers, I think each one over 70. But we have certainly enjoyed growing these plants and have not only gotten pleasure but some profit besides. As we have sold several bushels to our town folks at a nice price. Sorry we did not get started in the business sooner. If we should live will want to set a few more next spring.

OKLAHOMA.—I would be ungrateful were I not to write you and thank you for the services rendered to us in our dealings with you. We knew nothing about strawberries, never saw any growing. But with your fine plants and good advice we have gone through very nicely and have raised a fine crop of berries of which we are just ly proud. We kept no account of the quarts picked and sold but are sure that every plant has picked more than two quarts of berries and still loaded. We will set another acre this winter if we can get the plants, as we can find a good market for all we can grow. Please let us know if we can get 10,000 Progressive and what time.

OREGON.—Plants received in fine shape on the 22nd, just 10 days on the road, did not lose a plant.

PENNSYLVANIA.—For ten straight years we have had your plants and never a single failure.

RHODE ISLAND.—The plants shipped to us in April began to fruit in July and have never stopped, we have had all the berries we could use for four months, and much cheaper and better than we could have bought. This was our first effort in growing berries. I and my little boy of ten have done all the work both in setting and cultivating. We want a good supply next spring.

SOUTH CAROLINA.—We had very good success with the strawberries last season and want some more plants this season as we have a good outlet here for such fine berries as we grew. Those Premiers were said to be the finest strawberries ever seen here.

SOUTH DAKOTA.—We are sending to you again for a few more plants, our last lot certainly did fine and we want to renew the bed again this season. Send us all the Progressive you can for the amount enclosed.

TENNESSEE.—Townsend's plants are the finest plants ever grown in this county. We picked more berries from an acre than our neighbor did from two acres. Will want forty thousand Klondyke this spring.

TEXAS.—It pays to set Townsend's plants even though you do have to send across the continent. Cheaper at $10.00 than others at a gift.

UTAH.—The berries from the plants you sent my father were the first real strawberries ever seen here. Oh! they were so big and juicy. Send me 100 plants please same kind. I want to try my luck.

VIRGINIA.—Plants received in fine condition, we are highly pleased with them. Expect to send you a $50 order next spring.

WASHINGTON.—We have seen berries, big berries and little berries, but we never saw any berries as large as World's Wonder before. Yes, they are like apples in size and big apples at that price, some measured over five inches around.

WEST VIRGINIA.—The children have all had grand results with the plants sent to them last spring, we all feel much indebted to your firm and wish you every success. And we believe you will derive great benefit from this transaction. With very best wishes.

WISCONSIN.—Lucky Boy is all you claim for it. Finest berry I ever tasted and is beautiful and large. If it is better next spring than now I will not know what to do with it.

WYOMING.—Nothing ever gave us more pleasure than the ever bearing strawberry garden sent to us. For three months we have had plenty of fine berries and now it is coming cold we will miss them so much. We are thinking of moving them to a hot house so we can have them all winter, what do you think?

NOTE—I think it is time to let them have a little rest and sleep. Would recommend covering their heads with a good blanket of straw and let them rest and sleep until next spring.

CANADA.—We have been growing your thoroughbred plants for several years, they are the hardiest and most productive plants we have ever grown, do much better for us than our home grown plants.

CUBA.—Plants arrived in fine shape and growing nicely.

Lacona, N. Y.

Gents:—Plants bought of you two years ago have done wonderful and especially the ever bearing. C. H. S.

HASTINGS BROS.—PRINTERS—SALISBURY, MD.

Instructions to Purchasers

Order Early. It is never wise to put off ordering your plants and seed until you are ready to plant them. Many of our customers order as soon as the catalog is received. They are always the lucky ones.

How To Remit. By Money Order, Registered Letter, Bank Draft; Checks from our old customers. LIBERTY BONDS ACCEPTED at 5 per cent. above par. We allow you $52.50 for a $50.00 Bond. $105.00 for $100.00 Bond, in exchange for plants. Be sure to register your Bond when mailing it to us.

Time of Shipment. We commence to ship plants in October and continue all winter and spring until May 15th. We do not advise summer and early fall planting of strawberry plants. If our customers insist on plants during September we will ship them at their risk at double the catalog price. We advise January, February and March planting for California, Texas and the South; April is the best for the balance of the country.

Eastern Grown Plants. It is a known fact that we grow here on the Eastern Sho' of Maryland, the hardiest nursery stock grown in the country. More than half of the strawberries grown in the North are grown from Maryland plants. There are two advantages in using our plants. 1st---You get the hardiest plants possible to grow. 2nd---You can get our plants shipped to you when you need them to set out and do not have to wait on a Northern Nursey for plants until it is too late in season. We advise our Northern friends to have plants shipped out two weeks before they are to be set, so as to have plants on hand when it is convenient to set them.

On Receipt of Plants. On arrival keep plants from Sun and Wind, if not ready to set the plants at once it is best to open box and dip roots in water, repack or trench them in a V-shaped trench, packing soil around the roots and cover with straw, keep sprinkled. We have kept plants in good condition for two months in this way.

Twenty-Five to Bundle. We tie all plants 25 to a bundle; we do not sell less than 25 plants unless it is a new variety for testing.

Our Packing the Best. We use light ventilated crates and patented cartons for Parcel Post and Express shipments, using plenty damp moss. We make no charge for packages.

At Purchasers Risk. All plants shipped after May 1st is at purchasers risk.

True-To-Name. While we use every means to have our plants true-to-name (and we believe that we come as near doing this as anyone in the business), we will not be responsible for any sum greater than the stock should any prove otherwise than as represented.

Guarantee. That we deliver to the transportation Co. in good order any order intrusted to our care. Having them sign two copies of Receipt, one of which will be mailed you day shipment is made. As we have no further control over shipment after it leaves our hands, our responsibility ceases on delivery in good order to the Carriers. Any claims for damages for delays should be made at point of delivery. If plants are delayed in transit, always examine at Office, and if found damaged by the delay, refuse same and notify us at once. Or if you accept the plants have the agent make notation on your Express bill of the condition. Unless you do this you cannot make collection of claim.

C. O. D. We do not make C.O.D. shipments unless at least 25 per cent. of order is in cash. We do not pay transportation charges on any C.O.D. shipments and do not recommend shipments made this way.

OUR LUCKY BOY EVERBEARING STRAWBERRY GARDEN